Purchase Report

" Analysis on purchases of "Oracal" products in the last 5 months "

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Top and Bottom Products

Top

Emërtimi	Sasia
Self-Adhesive Film A	4270
Self-Adhesive Film B	2740
Self-Adhesive Film C	2625
Self-Adhesive Film D	2055
Self-Adhesive Film E	1920
Self-Adhesive Film F	1920
Self-Adhesive Film G	1890

Self-Adhesive Film H	1890
Self-Adhesive Film I	1512
Self-Adhesive Film J	1500
Self-Adhesive Film K	756

Bottom

Emërtimi	Sasia
Self-Adhesive Film L	63
Self-Adhesive Film M	76
Self-Adhesive Film N	76
Self-Adhesive Film O	76
Self-Adhesive Film P	126

Self-Adhesive Film Q	126
Self-Adhesive Film R	126
Self-Adhesive Film S	152
Self-Adhesive Film T	189
Self-Adhesive Film U	252
Self-Adhesive Film V	304

Summary Statistics

Statistic	Value
Count	27
Mean	999.35
Std Dev	1092.93
Min	63
25% Percentile	139
Median	342.5

75% Percentile	1890
Max	4270

Count: This is the total number of products that were included in your data. In this case, you have 27 different products.

Mean (Average): This is the average quantity of units sold across all 27 products. Your average is around 999 units per product. This suggests that if you were to randomly pick one of your products, you might expect, on average, to have sold about 999 units.

Std Dev (Standard Deviation): This measures the spread of the sales numbers around the mean. In this case, your standard deviation is around 1093 units. This large standard deviation means there's a high variability in your sales data, with some products selling much more or less than the average. Finally, the high standard deviation indicates a significant variability in product sales. If a small number of 'star' products are driving this, it could point to an opportunity to boost overall sales by bringing some of the lower-performing products up to par. Conversely, if the high standard deviation is due to a small number of products performing very poorly, it could indicate a need to cull or improve these products.

Min (Minimum): This is the smallest quantity of units sold for a single product in your data, which is 63 units. It signifies the product with the least demand.

25% Percentile: Also known as the first quartile, 25% of your products sold less than or equal to 139 units. This helps you understand the lower range of your sales data.

Median: This is the middle value when you arrange the sales data in ascending order. Half of the products sold more than 342.5 units, and half sold less. Unlike the mean, the median is not affected by extremely high or low values and might give a better idea of a 'typical' product sale if your sales data is skewed.

75% Percentile: Also known as the third quartile, 75% of your products sold less than or equal to 1890 units. This gives you an idea of the upper range of your sales data.

Max (Maximum): This is the highest quantity of units sold for a single product, which is 4270 units. This is your best selling product.

Outliers Detection

Artikulli	Emërtimi	Njësia matëse	Sasia	z_score
2708	Self-Adhesive Film A	M²	4270	2.992551

The 'Self-Adhesive Film A' product is an outlier in the data, with its sales significantly higher than the rest. This could be due to a variety of reasons - perhaps it's a seasonal product, or there was a particularly large order. It's essential to understand the reason for this spike in sales - if it's an anomaly (e.g., a one-off large order), it might not be representative of future sales, but if it's due to sustainable factors (e.g., it's a highly desirable product), it might be worth investing more in this product.

Fast / Slow Moving Products

Item ID	Product Name	Unit of Measure	Quantity	z_score
2709	Self-Adhesive Film W	M²	2625	1.487422
2710	Self-Adhesive Film X	M²	1890	0.814918

2711	Self-Adhesive Film Y	M²	2740	1.592644
2712	Self-Adhesive Film Z	M²	1920	0.842367
2714	Self-Adhesive Film AA	M²	1890	0.814918
2828	Self-Adhesive Film AB	M²	2055	0.965888
2715	Self-Adhesive Film AC	M²	1920	0.842367
2708	Self-Adhesive Film AD	M²	4270	2.992551

Fast Moving Items

Slow Moving Items

Emërtimi

Emërtimi
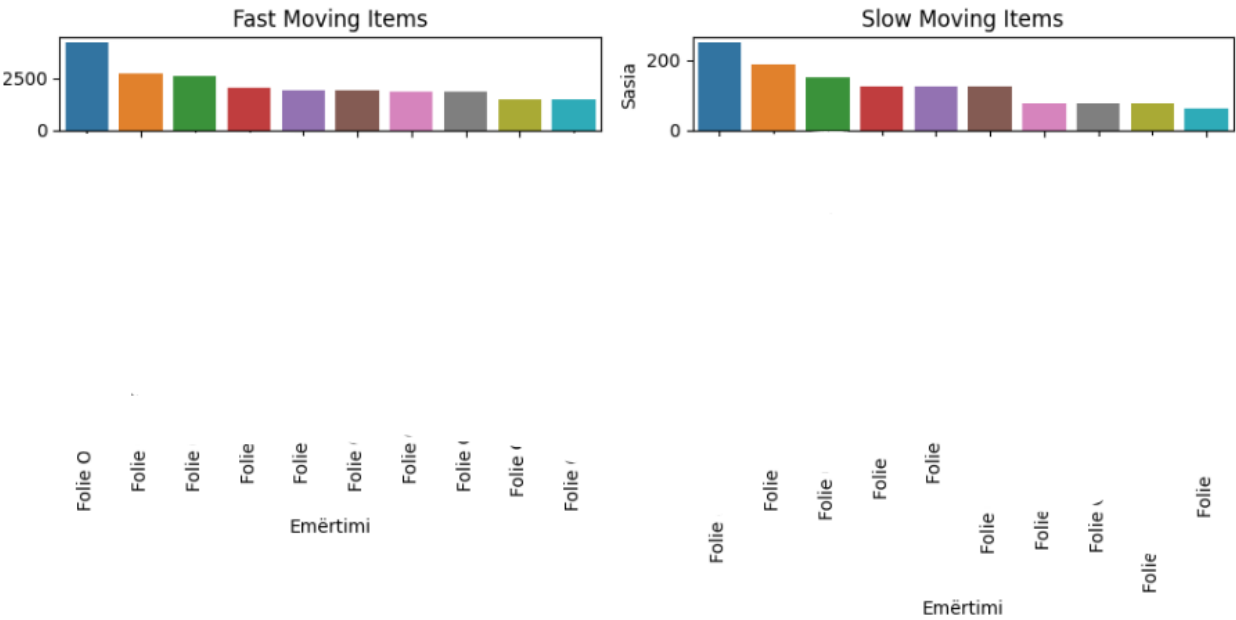
Purchase Concentration

- Top 10 products account for 82.72769387566015% of total purchases.

ABC Analysis 80-15-5

	Artikulli		Njësia matëse	Sasia	Cumulative Sum	Cumulative Percentage	ABC
26	2708	Folie	M²	4270.0	4270.0	15.825072	A
19	2711	Folie	M²	2740.0	7010.0	25.979802	A
17	2709	Folie	M²	2625.0	9635.0	35.708329	A
22	2828	Folie	M²	2055.0	11690.0	43.324377	A
23	2715	Folie	M²	1920.0	13610.0	50.440100	A
20	2712	Folie	M²	1920.0	15530.0	57.555823	A
21	2714	Folie	M²	1890.0	17420.0	64.560363	A
18	2710	Folie	M²	1890.0	19310.0	71.564903	A
6	3338	Folie	M²	1512.0	20822.0	77.168535	A
25	2707	Folie	M²	1500.0	22322.0	82.727694	B
7	4315	Folie	M²	756.0	23078.0	85.529510	B
1	4311	Folie	M²	756.0	23834.0	88.331326	B
24	5054	Folie	M²	610.0	24444.0	90.592050	B
16	6147	Folie	M²	342.5	24786.5	91.861392	B
0	3335	Folie	M²	315.0	25101.5	93.028815	B
5	3339	Folie	M²	315.0	25416.5	94.196238	B
11	5639	Folie	M²	304.0	25720.5	95.322894	C
10	5477	Folie	M²	252.0	25972.5	96.256833	C
2	5527	Folie	M²	189.0	26161.5	96.957287	C
15	5640	Folie	M²	152.0	26313.5	97.520615	C
9	3342	Folie	M²	126.0	26439.5	97.987585	C
4	5052	Folie	M²	126.0	26565.5	98.454554	C
3	5083	Folie	M²	126.0	26691.5	98.921523	C